



Saint John
Board of Trade
Making It Happen For Business

Annual Report 2008-2009



Mission Statement

“To contribute to a productive economic environment for business in Saint John. To provide encouragement, assistance and guidance for established enterprise, or those aspiring to become established in business.”

FROM THE CHAIR

Fellow Members,

On behalf of the Board, the Executive, the Staff and myself, I would like to thank you for permitting us to represent you and your businesses throughout the year. It has been an honour to serve as the Chair of the Saint John Board of Trade.

This past year has been a very busy one for all, and the Board of Trade was no exception! Within the first four weeks of my receiving the gavel, we co-hosted two events for the Municipal election, met with the Premier, Government officials and stakeholders to discuss our concerns and ideas on the Provincial Anglophone Medical School, and hosted three luncheons! Those first four weeks set the tone for the entire year.

We tackled some key issues this year and celebrated a number of successes! The Key Priorities document for 2008/2009 highlighted several issues including: Industrial Parks; One-Mile Interchange; Twinning Route 1; Welsford By-Pass; Regional Hospital Expansion; and the Medical School. I'm pleased to say we and our community partners have made significant progress on all of these issues.

We now have a representative on the Industrial Parks Board, Kathryn Craig; ground was broken on the One-Mile Interchange; funding and completion dates have been committed for twinning Route 1 and the Welsford By-Pass; work is well underway to expanding the ER at the Regional; and we have funding, a building, signed agreements, and a start date of September 2010 for the Provincial Anglophone Medical Education Program at UNBSJ. What accomplishments!

As much as I would like to say this was all done within one short year, I would like to recognize the hard work, dedication and effort of our members and community partners who have worked tirelessly over the past number of years to make these dreams reality.

One of the dreams which I'm particularly proud to see become reality is the Provincial Anglophone Medical Education Program. Having this program start in September 2010 will not only mean more doctors for our region, but will also lead to an improved economy through the investment of Research and Development dollars. Presently, New Brunswick only receives \$9 million for research and development, with a medical program at UNBSJ, that number will increase rapidly. The impact on the Saint John and New Brunswick economy can not be understated.

Of course, issues that come up are not always anticipated. One such issue that surfaced last summer was the sale of the Lantic Sugar site and the proposed development of Long Wharf. I want to take a moment to thank all of our members who guided us by sending letters and e-mails on this issue. We presented to Common Council and were pleased when the sale was approved. Having the Headquarters of an international company on our waterfront will add to the development of the waterfront area and create a new landmark and greenspace on a piece of land that is currently barren.

This past year has not only been busy with issues, but with meetings as well. I had the opportunity over the year to meet with many of our members to discuss issues of importance to them, including Robin McAdam of Brunswick Pipeline, Port Authority officials, Dr. Robert MacKinnon of UNBSJ, Airport officials, and many more.

I also had the opportunity to represent our members in meetings with various politicians and officials including Rodney Weston, Hon. Jack Keir, Perrin Beatty of the Canadian Chamber of Commerce, and Tom Condon and James O'Sullivan of the UNB Commission on Inter-Campus Relations, Funding, and Governance to name a few.

One of the highlights of representing our members, for me, was at the Canadian Chamber of Commerce Annual General Meeting last October when the policy resolution we worked on was adopted thanks to Imelda's presentation, and I was able to speak on a resolution regarding healthcare.

But we do not have time to take a break and rest on our laurels. With the growth in this city and the proposed mega projects, we need to ensure more now than ever that our City, residents and businesses have what they need to be successful and prosperous.

In February we held our annual Strategic Planning session at Lily Lake Pavilion and discussed what will be the key challenges to our City and our organization; what can we do to improve our services to our members. After much discussion and deliberation, we have come up with a list of priorities like improved Air Service, the creation of a centre of excellence at UNBSJ and NBCC-SJ, a new sustainable water treatment system, and the twinning of Route 1 to Fredericton. This year looks like it will be no less busy than the last, but we will make sure to get it done!

Dr. Michael Barry
Chair, Saint John Board of Trade

FROM THE PRESIDENT

Dear Members:

It is an honour and a privilege to be the President of the Saint John Board of Trade as we enter our 190th year of operation as the 3rd oldest Chamber of Commerce/Board of Trade in Canada.

The purpose of the association in those early days was to correspond with similar bodies in other provinces, and the public department in England, while attending to matters that affected the trade and commerce of Saint John. From the beginning the chamber took an active interest in the areas of transportation and communication and actively promoting increased trade.

Today, the same holds true. Improving transportation and trade links continue to be top priorities for our organization. With more than 1,000 members, representing over 600 small, medium, and large businesses and organizations and therefore, the interests of more than 30,000 employees and citizens, the Board remains a dynamic advocate and the principal voice for the business community of Greater Saint John. We are dedicated to fostering an economic climate that enhances growth, prosperity, and an improved quality of life in the community.

We are extremely fortunate to have members today whose grandfathers and great grandfathers were members of our organization and instrumental to our success over these years. Today we have over fifty-six members that are 25 year plus members and of them twenty-nine that have been members for over 50 years.

One of our major accomplishments this past year was receiving our national “Accreditation with Distinction” from the Canadian Chamber of Commerce. An extensive submission was prepared in the Spring of 2008 and I accepted this recognition on behalf of our members at the Canadian Chamber of Commerce annual conference in October in Quebec City.

We have a small but dedicated staff that I’m extremely proud of. We are here to serve you and everyday we endeavour to listen to our members, be responsive, and react quickly to your needs. We do this through face-to-face contact, phone, email, and our Currents publication. We have recently prepared a communication plan for the organization. This past year we launched a monthly e-newsletter to complement our website and enhance our member communications. We conducted our 2nd annual online membership survey and recently organized three focus group sessions with our members. Personally, I have had the opportunity to meet with many members throughout the year to learn more about your businesses and the challenges you face. Communications and feedback from our members is vitally important to knowing if we are meeting/exceeding your expectations and needs.

Recently we welcomed our newest staff member, Jennifer Tupper, our Marketing & Sales Officer. Jennifer has worked with our Membership Growth Committee in preparing a proposal for a new Member to Member Benefit Program. The purpose of which is to encourage members to do business with other members. Further details are included in the annual report package.

Our advocacy efforts are outlined in the annual report; however, two highlights stand out for me. One was the Board of Trade’s leadership role in supporting the sale of the Lantic Sugar site. It was a pleasure to work with so many of our members to put together our presentation to Common Council and show the significant support of the business community for this initiative and thus the future development of the Long Wharf site. Another highlight was representing our Board of Trade at the Federal Pre-Budget consultations. Saint John was only one of five cities in Canada to host these consultations and your Board of Trade was the only Board/Chamber that participated in the Atlantic region.

During the course of the year we had numerous opportunities to continue to refer our members. In particular this year, to the national media who were looking for businesses with unique and successful stories. We were pleased to see one of our members, Strong & Free, chosen to participate on CBC's Dragons Den and an article on Opera Bistro was picked up and featured in newspapers across Canada and the U.S.

2008 was another successful year for the Board of Trade on many fronts. Our member retention rate was 93.5% and we saw our net membership growth at 3.4%.

None of this would have been possible without the support of all of our members, committee, task force, and forum volunteers, Board of Directors, and the countless volunteer hours, guidance, and expertise of our Chair, Dr. Michael Barry. Thank you to all – You are “Making it Happen for Business!”

Respectfully submitted,
Imelda Gilman, President

TREASURER'S REPORT – December 31, 2008

The finance committee of Saint John Board of Trade is responsible for the governance of the financial assets and resources of the Board. Below is the report on these activities for the year ended December 31, 2008:

Our external auditors, KPMG, have completed an audit on our 2008 financial statements and have issued an unqualified audit opinion.

Total revenues for the Board decreased slightly from 2007 coming in at \$409,613 against a budget of \$421,397. Membership revenue increased by over 8% to approximately \$275,197 against a budget of \$259,147 representing a \$20,630 increase from the 2007 level of \$254,567. Net revenue after expenses from special events decreased from \$82,811 in 2007 to \$71,210 in 2008 which was approximately 17% lower than budget. Net revenue from Board publications decreased by approximately \$7,000 during the year coming in at \$12,009 against a budget of \$21,000.

Total expenditures were \$24,183 lower than budget for 2008 and \$1,658 lower than 2007. The most significant budget variances during 2008 were in employee compensation and benefits (\$13,430 less than budget) as a result a staff position being vacant for a portion of the year and sundry (\$4,238 lower than budget). The majority of expense categories were in line with budget estimates and comparable to prior year levels.

In summary, The Board realized an operating surplus of \$13,756 and, after factoring in interest and unrealized losses in our investment portfolio, total revenues for the year exceeded total expenses by \$5,884 versus a budgeted surplus of \$1,357.

The Reserve Fund was established several years ago to help provide on going financial stability to the Board. Currently, the Fund has \$145,000 supported primarily by fixed income based securities. Disbursements from this restricted reserve are not permitted unless previously authorized by the Board of Directors.

The Board of Directors has recently adopted a performance scorecard in order to have an additional tool to complement our financial statements and measure the results of the Board's internal and external activities. We have developed a number of key performance indicators which measure results in five categories: Financial, Internal Business Process, Member, Learning and Growth and Advocacy. Our new scorecard will help to drive the performance of our Board and Staff and ensure accountability and transparency to our members.

Respectively submitted,

John Warrington, CMA
Treasurer and Finance Committee Chair – Saint John Board of Trade – May 6, 2009

ISSUES ADDRESSED HIGHLIGHTS OF 2008/2009

Through our offerings, programs and membership the Saint John Board of Trade provides opportunities for members:

- to grow themselves (through involvement and learning)
- to grow their business (through knowledge and connections)
- to assist in the economic development of our community
- help grow the community by participating in the development of solutions for community needs and issues.

The Saint John Board of Trade Directors, volunteers, and staff have been hard at work on behalf of our members to address issues that are important to the Greater Saint John business community and residents. The following is a list of issues and initiatives we have led or supported since the May 2008 Annual meeting until present.

Saint John Business/Industrial Parks

- Kathryn Craig approved as the Saint John Board of Trade representative on the Saint John Industrial Parks Commission. Ms. Craig has provided frequent updates to the Board of Directors throughout the year.
- Met with different levels of government throughout the year in support of Industrial Park growth and expansion.

Workforce Expansion

- Submitted a policy resolution on workforce expansion through language training for immigrants to the Canadian Chamber of Commerce which was adopted.
- Participated in community presentations made by Enterprise Saint John to visiting business executives and dignitaries.
- Sent letter to Citizenship and Immigration Canada regarding Temporary Foreign Workers.
- Participated in consultation session related to Immigration Levels for 2009 and Ministerial Instructions held in Fredericton in July 2008.
- Participated in Energy Boot Camp and follow up sessions hosted by Workforce Expansion Initiative.
- Participated on the Women in Trades Committee.
- Have a representative of the Board of Trade on the Workforce Expansion Initiative Board.
- Participated in APEC Outlook 2009.
- Partnered with the Department of Post-Secondary, Education, Training and Labour to promote the Plan to Achieve Career Excellence (PACE) Initiative to various employers.
- Partnered with Enterprise Saint John to host “Help Wanted” a full day workshop on Human Resources.
- Partnered with Enterprise Saint John to host Barry Siskind workshop during Small Business Week in October.
- Offered workshop as part of Tri-City Mixer.
- President met with Immigration consultants and potential new immigrant investors throughout the course of the year.

Municipal Urban Plan

- Members continued to fund the Board of Trade’s portion of the Saint John Waterfront Development Partnership.
- Participated in the *Sustainable Communities* Roundtables
- Participated in Uptown Saint John Inc. *Wealth Creation: A Cultural Development Strategy for Saint John*
- Chair and President presented to Common Council in support of the sale of the Lantic Sugar site to Irving Oil Ltd. Solicited and compiled letters of support from members and prepared submission to Common Council.

Regional Governance

- Met with Fredericton and Moncton Chambers.
- Organized the meeting of regional Chambers: Sussex, St. Martins, Hampton, KV, River Valley and Saint John.
- Attended the KV Chamber Annual Dinner.
- President & Incoming Chair participated in the Imagine the Possibilities Event.

Transportation Infrastructure

- Continued advocacy for the construction and completion of the One-Mile Interchange by 2010. In June 2007, the Federal and Provincial governments committed the funding for the One-Mile Interchange and agreement signed. Work began on the One-Mile Highway Interchange in the summer of 2008.
- Attended the One-Mile Interchange information session held at the Hotel Courtney Bay.
- Federal government committed funding for the twinning of Highway 1 between Pennfield and Lepreau, and the Welsford By-Pass. Funding has been secured for the Twinning of Highway 1 from Saint John to St. Stephen by 2014. Funding committed for the Welsford By-Pass.
- Met with Digby and Area Board of Trade and Economic Development Agency.
- Met with local MLAs, Mayor, and Digby officials regarding the Digby Ferry.
- Submitted a policy resolution to the Atlantic Province Chambers of Commerce on Inter-Provincial Ferry Service in the Maritimes.

Atlantica & Gateways

- Supported and Participated in Access Atlantic Leadership Council—Nancy Thorne, Canadian Co-Chair.
- Organized Access Altantica meeting on Two Nations, One Vacation with representatives of the Tourism departments in Maine and New Brunswick.
- Sent letter to Premier urging support of the harmonization of weight restrictions on the I95 for transport trucks in the United States.
- Participated in meetings regarding the Maine East/West Highway project.
- Attended Bangor Region Chamber of Commerce Annual Dinner.
- Sent letter to Minister of Tourism requesting a representative from the department on a new industry lead tourism group.
- Sent letter to Premier Graham requesting his assistance in promoting Cianbro's proposed Maine East/West Utility Corridor to Premier Charest.
- Became a resource member of the NB Southern Gateway Council.
- President met with David Gough, of the American Chamber of Commerce in Halifax.
- President met with Joe Barnes, a Fellow of the Baker Institute at Rice University, organized by the US Consulate in Halifax.
- Attended Destination Bangor Reception at Fort Howe Hotel & Conference Centre in Saint John.
- Attended press conference on New Brunswick/Maine Energy Corridor.

Strategic Partnerships

Healthcare

- Continued to support for new provincial Anglophone medical teaching centre for Saint John. Funding and location committed for the creation of the Anglophone Medical Education Program at UNBSJ to start in September 2010.
- Physician Recruitment Sub-Group co-hosted Physicians, Clerks and Residents reception in Fall 2008.
- BoT represented on community steering committee to develop a plan for medical staff recruitment.
- Funding committed and work begun on the expansion and retrofit of the Emergency Room at the Saint John Regional Hospital.
- Attended launch of Community Health Centre at Samuel-de-Champlain.
- Participated in and promoted Air Quality Health Index Pilot.

Education

- Advocated for the creation of a Centre of Excellence, and the co-location of NBCC Saint John and UNBSJ.
- Presented to the UNB Commission on Inter-Campus Relations, Funding and Governance.
- Presented to the UNB Joint Nominating Committee for the Office of President.
- Supported the funding of \$44 million committed to the expansion and renovations at the NBCC-Saint John Campus to expand services and programs.
- Attended the funding announcement for NBCC-SJ.
- Sent letter of support to Provincial Selection Committee for Saint John the Baptist-King School to be designated an Early Learning Centre.

Voice of Business

- Organized and hosted a reception of all elected officials in the Greater Saint John region to discuss the Board of Trade's Key Priorities
- Chair, 1st Vice-Chair and President attended and participated in the Canadian Chamber of Commerce Annual General Meeting and Policy conference in Quebec City, Quebec.
- Attended New Brunswick Chamber of Commerce Board meetings and AGM.
- Attended Atlantic Provinces Chambers of Commerce AGM in Prince Edward Island.
- Participated in 2009 Provincial Pre-Budget consultation dialogue in Fredericton.
- Letter sent to Premier and Minister of Natural Resources in support of the Report of the Task Force on Investment Opportunities in the New Brunswick Forest Sector (aka Erdle Report).
- Prepared and sent submission to the Select Committee on Tax Review regarding the Discussion Paper on New Brunswick's Tax System.
- Presented as an intervenor at the NEB hearings to support the Canaport LNG application for long-term import/export licences.
- Irving Oil Ltd announced its partnership with British Petroleum to conduct a feasibility study of the proposed Eider Rock Refinery.
- Attended the 2009 State of the Province Address in Fredericton.
- Partnered with the Hotel Association and other groups for the 2008 Saint John Winter tourism marketing campaign.
- Board of Trade President participated in Federal pre-budget consultation with Finance Minister in Saint John, one of only 5 cities in Canada. The Board of Trade was the only Chamber to participate in the session.
- Assessed both the 2009 Federal and Provincial budgets.
- Key Priorities 2008/09 issues presented to candidates in the Federal Election and met with the candidates from the Conservative and Liberal parties for Saint John, Fundy Royal, and Southwestern New Brunswick. Conducted on-line survey of federal candidates. Partnered with Telegraph Journal to publish results.
- Organized breakfast for our Board of Directors and the Board of Directors at Enterprise Saint John to meet with the newly elected Saint John MP.
- Hosted the 2009 Strategic Planning session at Lily Lake Pavilion.
- Implemented a Balanced Scorecard for the organization.
- Met with NB Power officials.
- Participated in a Business Roundtable organized by the Canadian Chamber of Commerce (CCC) and hosted by Perrin Beatty, President & CEO.
- Letters of support for Cherry Brook Zoo; Hospice Saint John; Les Jeux de l'Acadie; the expansion of UNBSJ athletics program, and the expansion of the Trade and Convention Centre.
- Letter to Premier Graham and Minister T.J. Burke supporting the continuation of a Provincial Securities Commission in New Brunswick.

Communications

- Enhanced the Saint John Board of Trade website with new features like "Jobs In Saint John" and "Member Comments" field.
- Launched monthly E-Newsletter and continued to publish quarterly "Currents" newsletter.
- Published Annual networking directory.

- Partnered with Telegraph Journal, Enterprise Saint John, and Waterfront Development Partnership to publish 60-page supplement “Saint John on the Move” in the Telegraph Journal.
- Incorporated the *Accreditation with Distinction* logo in all of our promotional materials from the Canadian Chamber Accreditation Council.
- Conducted annual Membership and Priorities survey online.

In the Community

- Organized the 7th Annual Bare Necessities Campaign
- Provided promotional support for Junior Achievement for South Western New Brunswick, and continued to sponsor the CANJAC and Company of the Year Awards.
- Continued to support the D. Gordon Willet Prize for History – UNBSJ.
- Continued to invest in the Saint John Community Loan Fund.
- Attended numerous meetings, news conferences and community events throughout the year, such as the JA Hall of Fame Dinner, and the YMCA-YWCA Red Triangle dinner; BCAPI dinner; Iranian/Canadian Business & Cultural Association Dinner; reception at City Hall to welcome delegates from our sister city in South Korea; Imagine the Possibilities; Faces of Fusion Dinner—the Board of Trade sponsored the 21 Leaders Inc. to attend.
- Participated in Harbour Passage Garden Party.
- Partnered with Hola SJ and Y’s men to host the Cuban Festival fundraiser.
- Attended closure of debate for Speech from the Throne at the Legislature in Fredericton.
- Participated in Poverty Dialogue Sessions.
- Representation on the Saint John Homebuilders Association.

EVENTS & ACTIVITIES HIGHLIGHTS 2008/2009

This past year, the Saint John Board of Trade presented members with a variety of networking opportunities and events, including several business mixers hosted by member companies, Toolbox Workshop Series, Brown Bag “Building Business” seminar series, the annual B-o-TEE Golf Classic, the Outstanding Business Achievement Awards, and a number of business luncheons and breakfasts with high profile business and political speakers including:

- Breakfast with Honourable James Flaherty, Federal Minister of Finance on *Protecting Canada’s Future*, followed by pre-budget consultation.
- Luncheon with Hon. Stéphane Dion, Official Leader of the Opposition and Leader of the Liberal Party of Canada during the 2008 Federal Election on *The Liberal Green Shift for a richer, fairer, Greener Canada*.
- Luncheon with the Honourable Monte Solberg, Minister of Human Resources and Social Development on *New Approaches & Partnerships to Meet Today’s Labour Market Challenges*.
- Luncheon with Peter Vigue, Chairman of the Board and CEO, The Cianbro Companies on *Maine East/West Toll Corridor Project: Its Potential Impact on Atlantic Canada*.
- Big Splash on the Waterfront Event
- Luncheon with Elizabeth Weir, President and CEO, Efficiency NB on *Energy Efficiency Programs—Helping to Save You Money & Take Action on Climate Change*.
- Co-hosted breakfast with Think NB and Propel SJ on *The Answer to the Talent Pool Question*.
- Organized and hosted Past-Chairs luncheon
- Co-hosted luncheon with Hospice Saint John featuring the Honourable Senator Sharon Carstairs, PC Senate of Canada on *Compassionate Economics: Making Money, Making a Difference*.
- Luncheon with Don Mills, President and CEO of Corporate Research Associates on *The Way I See It...*
- Breakfast with Honourable Jack Keir, Minister of Energy on the *New Brunswick Budget 2009*.

In addition to the above, the Board also organized and hosted:

- Business Mixers sponsored by Westfield Golf & Country Club; Hilton Saint John; Aliant; Brunswick Square Dental Clinic; Brenan’s Funeral Home; School District 8; and the Family Resource Centre.
- Hola Saint John 2nd Summer Fiesta on the boardwalk of Market Square.
- Partnered with Enterprise Saint John and the Wage Gap Initiative to provide a full-day workshop *Help Wanted Please! An HR Conference on how to attract and retain the RIGHT employees*.
- Co-hosted the annual Tri-City Mixer in Saint John and offered workshop with Service Canada on *Worksharing Information Session*.
- Quarterly New Member Meet & Greets.
- 7th Annual Bare Necessities Campaign.
- 3rd Annual Christmas Fiesta.
- Partnered with Propel ICT and Master Promotions to present the Think NB Tradeshow.
- Organized three focus groups on improving Board of Trade events.
- Partnered with Enterprise Saint John to host Barry Siskind workshop on *Unleash Hidden Opportunities And Make the Right Connections* during small business week.
- Co-hosted Campaign on the Clock speed campaigning session with Fusion during the Municipal election.
- Co-hosted Mayoralty Candidates Breakfast & Debate with CBC Radio during the Municipal election.

COMMITTEE, TASK FORCE, AND FORUM CHAIRS' REPORTS 2008/2009

Each year the Chairs of our Committees, Task Forces and Forums are asked to provide our members with an update on the issues and events their groups have focused on throughout the year to be included in our Annual Report.

Business & Community Development Committee

Chair: Robin McAdam (Brunswick Pipeline)

Vice-Chair: Michael Chisholm (Regional Health Authority B)

Mandate: Serves as a catalyst to deal with opportunities for, and impediments to, business development in the community. Identifies and assesses priorities and takes action needed to improve the investment climate and attractiveness of Greater Saint John. Develops and undertakes activities which create a healthy environment for, and encourages, business development. Assists in ensuring the Saint John Board of Trade fulfills its role and responsibility to represent and lobby on behalf of the business community.

Chair's Summary: The Committee year began in September 2008, with the decision on key areas of focus for the year. The major areas of focus are outlined below:

- **Saint John Industrial Parks Ltd:** The industrial parks are a strategic asset critical for the growth of the energy hub. The Industrial Parks has been an area of focus for the Committee in the recent past. The Committee received an update from the General Manager and the Chair of the Saint John Industrial Parks on the status of the Industrial Parks, recent accomplishments, land inventory developments, progress on the recommendations from the Mayor Task Force and future plans.
- **Municipal Plan:** A current Municipal Plan is a foundational element for sustained and managed growth. The new Commissioner of Planning for the City of Saint John outlined the requirements and timeline for the creation of a new municipal plan. The Committee also heard from the Halifax Regional Municipality (HRM) by Design Group who provided information on the process Halifax went through in the creation of their new municipal plan.
- **Workforce Expansion:** Recruitment and retention of a strong, trained and responsive workforce is critical to future growth. Representatives of the Province of New Brunswick, Department of Energy discussed the Energy Boot Camp held by the Workforce Expansion Initiative and outlined the issues regarding workforce during the construction of the proposed mega projects. The Physician Recruitment Sub-Committee held its annual and very successful Residents, Clerks, and New Physicians Mixer in October of 2008.
- **Sustainability:** Thoughtful and strategic utilization of public funds is important to attracting development to a community. The Deputy City Manager presented on the proposed accountability framework for the City of Saint John and provided input. The Atlantic Coastal Action Program presented on how planning for environmental requirements can aid development and on the importance of the Marsh Creek Restoration Initiative potential impact for the City of Saint John.
- Other issues discussed throughout the year included the Southern NB Gateway and water treatment with respect to Public/Private Partnerships.

The Committee is greatly indebted to and offers its thanks to the staff of the Board for their guidance and outstanding organizational support over the year. As Chairman and Vice-Chairman, we want to thank the members of the Committee for their dedication, enthusiasm, thoughtful input and hard work over the course of the year.

Communications Committee

Chair: Susan Harris (Brunswick Pipeline)

Mandate: Provides leadership and expertise to ensure the Saint John Board of Trade effectively communicates policy positions, on issues of importance to the business community, to its members and other publics. Works to maintain and improve the Board's profile with its various publics. Develops and implements an internal and external communications strategy. Focuses efforts to ensure activities, events, services, and member benefits are communicated effectively. Provides advice to, and has responsibility for, the Board's various communications vehicles. Assists in ensuring the Saint John Board of Trade fulfills its role and responsibility to represent and lobby on behalf of the business community.

Chair's Summary: The Communications Committee has had a productive 2008-09. The May 2008 municipal election provided the Committee with the opportunity to offer support and advice on the candidate's perspective on issues, the breakfast debate and post election follow-up. Assistance with messaging was also provided on community and political issues that arose.

Work to recognize the Saint John Board of Trade's 190th anniversary began in the late fall, and a small sub-committee was formed in early 2009 to continue planning. The 190th anniversary logo will be officially launched at the May 6, 2009 AGM. Some ideas have also been generated toward the 200th anniversary in 10 years.

More recently, the committee has been examining the possibility of website advertising, reviewed the value of the e-newsletter, provided assistance with development of the recent member survey, and is now working toward development of a communications plan in conjunction with Saint John Board of Trade President, Imelda Gilman.

The continued development and growth in the region has created an exciting environment, and we look forward to 2009-10.

Government Affairs Committee

Chair: Andy Lodge (Barry Spalding)

Vice-Chair: Grant Kimball (Angus-Miller Provincial Insurance)

Mandate: Provides leadership in identifying and taking action on federal, provincial, and municipal issues of interest and concern to the business community; developing policy positions for consideration by the Board of Directors; and vigorously promoting those positions to government officials and through the New Brunswick and Canadian Chamber of Commerce. Assists in ensuring the Saint John Board of Trade fulfills its role and responsibility to represent and lobby on behalf of the business community.

Chair's Summary: As everyone is aware, the past calendar year carried with it a Federal Election. As with all elections, the Government Affairs Committee was very busy ensuring that the voice of the Saint John Board of Trade and its members was heard loud and clear both in the weeks leading up to the election and once the successful candidates were called to office.

In preparation for the Fall federal election, the Government Affairs Committee instigated the creation and distribution of a survey to the candidates. The results of this survey were summarized and published in the Telegraph Journal and posted on our website for members to view. In addition, meetings were held with the federal candidates intending to represent Southern New Brunswick to ensure that the priorities of the Saint John Board of Trade and its members were understood and would be advanced.

The creation of federal, provincial and municipal subgroups continues to progress but much work remains to clearly ascertain the proper composition and mandate of the subcommittees. This year, a key member of our Federal subgroup, Diane Bormke, passed away. She will be greatly missed.

After the election, the Government Affairs Committee discussed and recommended future priorities to be advanced by the Board of Trade. During this process, the need for a forum educating members with respect to the pros and cons of P3s was identified. Our committee decided to recommend that an educational forum on P3s be organized and hosted by the Saint John Board of Trade. This recommendation was accepted and once a chair is identified, this forum will hopefully take place in the upcoming months.

Since September 2008, the Saint John Board of Trade has received visits from and interacted with many political representatives including David Alward, leader of the Provincial Official Opposition and James Flaherty, the Federal Minister of Finance. In addition, our Committee has had many representatives from local organizations in to speak with our Committee and/or the Board of Directors in an attempt to further the Board of Trade's priorities. Examples of such people are Ross Jefferson - Benefits Blueprint Consultant, Brian Irving - General Manager of the Saint John Industrial Parks and Andrew Beckett, Deputy City Manager and Stephanie Rackley-Roach, Manager of Corporate Planning.

Government Affairs Committee believes that regular interaction with elected officials as well as representatives of such local organizations will assist greatly in building relationships and advancing the Board of Trade's priorities.

Finally, during this past year Grant Kimball agreed to become Vice-Chair of our Committee. His assistance during the year was invaluable and hopefully Grant will continue to offer his time and support to our Committee. Grant also Chaired a Finance Task Force in the summer of 2008, composed primarily of accountants to assess the impact of the Province's proposed tax reforms on business. The Task Force put together a submission to the Province's Special Committee on Tax Reform.

I would like to take this opportunity to thank everyone for their time and effort, including members of the Committee, the Board of Directors and the Board of Trade staff. Hopefully we will continue our success in supporting our Board of Directors by fostering frequent and effective means of communicating the Board of Trade's priorities to our elected officials within all levels of government.

Membership Activities Committee

Chair: Sara Mudge (Efficiency NB)

Mandate: Develops, organizes and promotes events and activities for members of the Saint John Board of Trade. Works to develop and implement services to provide members with positive and tangible benefits of membership. Strengthens the Saint John Board of Trade by encouraging members to become involved in the activities of the organization

Chair's Summary: 2008/2009 proved to be a year of transition, as will 2009/2010. Standard Trade Shows appear to be declining in popularity, but Business Mixers – especially those that showcase new businesses and some of the great talent we have in the city – are thriving.

This year the Saint John Board of Trade had the great pleasure of hosting the Tri City Mixer. This is a fun and engaging event that brings together members of the Saint John Board and the Fredericton and Moncton Chambers of Commerce. With 100+ displays and many more walk-in participants, Saint John has once again showed that we are a great place to do business, not to mention host a get-together!

Business Tool Box workshops and Brown Bag Lunches are ongoing, bringing many new topics and speakers to offer insight and experience to our members. And as always, we had great monthly mixers!

As the economy struggles to recover, businesses appear to be tightening up their purse strings to make it through this challenging time. As such, we have observed that sponsorships are growing harder to obtain and participation at events with a price tag appears to be low. This has made revenue generation difficult. The committee will need to come up with creative new ways to engage our membership and organize events that are both meaningful and support the bottom line.

Going into 2009/2010 the Membership Activities Committee will be focusing on simple, inexpensive events that encourage our members to have fun, network and make new business contacts. We hope to keep our roster of educational workshops and luncheons well stacked with motivational and timely speakers. We encourage you to join us for a business mixer or two, attend a workshop or help us welcome new members at our quarterly Meet 'n' Greets.

A big thank you to Carole and the staff at the Board of Trade who do all the hard work to ensure that our events are well organized and appear flawless.

And of course, thank you to the Committee members. I had fun working with all of you and hope to see you back again next year!

Membership Growth Committee

Chair: Ron Marcolin (Deloitte & Touche)

Mandate: Develops and implements innovative strategies to recruit new members and retain existing members to the Saint John Board of Trade.

Chair's Summary: Our committee, a newly re-established committee over the past year, is a sounding board for existing and new innovative ideas to promote the value of membership with our organization. With the help of Jennifer Tupper, our new (and very determined!) Sales and Marketing Officer, collectively as a team we will promote value to existing members and encourage new members to join our great business organization. Membership in The Saint John Board of Trade has its rewards and we will actively solicit new members through promotion internally in addition to new businesses in our community.

Big Splash On The Waterfront Task Force

Chair: Heather Peterson (The Hardman Group-Market Square)

Mandate: Organizes, promotes and secures sponsorships for the annual Big Splash on the waterfront event. This event's theme is in celebration of business in its many facets to encourage a revitalization of the commitment and vision required for industry success.

Chair's Summary: Last year's 3rd Annual Big Splash on the Waterfront was a huge success! It was a beautiful June 13th evening under the tents on Long Wharf. We enjoyed lively entertainment, including Jens Jepson, Tradition, and Merimac with attendance over! Our success would not have been possible without the support of our sponsors, volunteers, and members who attended. Thank you to all our sponsors (see complete list on page 26).

This year, Big Splash on the Waterfront will be held at the new cruise terminal on Water St, and will be held on Friday May 22nd at 6:30 pm. The host for the evening will be Tim Maloney and entertainment will include Tradition, and the keynote speaker will be Premier Shawn Graham. Make sure to mark this date on your calendars; we hope to see you there!

Golf Task Force

Chair: Dan Flanagan (See Saint John Provincial Publications Ltd)

Mandate: Plans, organizes and promotes the annual B-o-Tee golf tournament. Task force members secure sponsors and prizes; draft the budget for approval by the Board of Directors; as well as organize and promote the tournament.

Chair's Summary: The 21st annual BOT Golf Classic was held on Tuesday, August 12th at Rockwood Golf Course. A total of 140 golfers enjoyed a fantastic day of golf, fun and an opportunity to network with other business partners in the community.

After a sun filled day of golf, the day ended with the awards banquet at the University of Saint John Campus Baird's Dinning Hall.

This success would not have been possible without the generous support from our sponsors (see complete list on page 26).

We would also like to thank all of our individual hole sponsors who came up with inventive ways to entertain the golfers as they played tirelessly throughout the day. Our silent auction and buffet dinner at the Thomas Condon Student Centre at UNBSJ was the perfect end to a fun day of golf!

Together, with the support of the Board of Trade staff, Rockwood Golf Course, the Saint John Board of Trade Golf Committee members and the countless businesses who donated prizes, our event was a "swinging" success.

Work has already begun on this year's 22nd Annual B-o-Tee Golf Classic to be held this year on Thursday, August 20th at Rockwood Park Golf Club. The banquet will be held at Lily Lake Pavilion with an old fashion chicken BBQ catered by the Y's Men. Signed up early for what promises to be another fun golfing experience!!

Outstanding Business Achievement Awards Task Force

Chair: Kate Barnett (Xerox Corporation)

Mandate: Plans, organizes and promotes the Board's premier event of the fall season. Task force members oversee the nomination and judging process; secure sponsors for the event; draft the budget for approval by the Board of Directors; as well as organize and promote the event.

Achievements: On November 26th the Board of Trade and all of our fantastic sponsors recognized the achievements of individuals and fellow companies who once again raised the bar of excellence in business and in community. We celebrated in true "green fashion" by giving away small trees from JD Irving and beautiful field boxes from the Barn in Bloomfield. The event drew a crowd of over 400 members and their guests at the Saint John Trade and Convention

Center. The entertaining CTV anchorman Steve Murphy once again emceed the event. The recipients of the Awards were given brilliant hand-made vases by local artist, Tim Isaac.

The event itself is only possible because of the consistent hard work and collaboration from our volunteer members, the generous support of our sponsors and the Saint John Board of Trade Team. Work and idea generation begins in the summer months and keeps building right up until the night of the Gala event. On behalf of the OBA committee, I would like to say a special thank you to our major sponsors, Lawson Creamer and J.D. Irving, Limited.

The recipients this year for the six Awards categories included:

The Big Heart Award – Canaport LNG

The Business Excellence Award – Jacques Whitford Limited

The Chair's Award – Mr. Bob Manning

The Emerging Enterprise Award – Vision Coaching

The Entrepreneurial Achievement Award – Lorneville Mechanical Contractors

The Young Entrepreneur Award – Jenny Scott, Ambiance Day Spa & Mama, Baby and Tot

Additional thanks goes to our: *Award Sponsors*: AVW TELAV, Enterprise Saint John, Saint John Energy, Shred Guard, The Telegraph Journal, Tri-Star Mercedes-Benz; our *Outstanding Sponsors*: CHSJ Country 94.1/The Wave 97.3, Innovative Video Solutions, Morrison Marketing, The Barn In Bloomfield, Advocate Printing, and the Province of New Brunswick; our *Generous Sponsors*: Bank of Nova Scotia, Hilton Saint John, Opera Bistro .

I would like to recognize and say thank you to the OBA Committee for all their hard work and guidance. These individuals are: Sheik Bahauddin, Dave Bartlett, Nancy Martel, Mel Norton and Marice Ann Rooney. A special thank you to our sponsors for making this past year's OBA Awards truly outstanding.

Business/Education Forum

Chair: Aline Munro (New Brunswick Community College)

Mandate: Brings together representatives of the Saint John Board of Trade, School Districts 1, 6 & 8, the New Brunswick Community College – Saint John, UNB Saint John, Enterprise Saint John, and the Federal and Provincial Departments of Human Resources to meet to share information and consider issues of mutual concern. In cooperation with the Business & Community Development Committee and Human Resource Task Force, seeks to improve the skills of the community's workforce and ensure that employers have access to a world class labour force. Develops policy or activity recommendations for consideration by the Board of Directors.

Chair's Summary: The Business Education Forum group has met on a regular basis to share updates and to act in an advisory capacity to the larger Board.

Planning continued through the summer exploring the hosting of a **6 Destinations Luncheon** to be held in conjunction with School District 6 and 8's Take Our Kids to Work Day. Although we fell short of the financial support needed, it was determined that the need for wider public understanding on career choices was needed.

The **Plan to Achieve Career Excellence (PACE)** Parent Module, currently offered by School District 6 and 8 through their Work Rooms came to our attention as just the program to support this goal. In consultation with Post Secondary Education and Training and School Districts 6 and 8, the forum committee was able to coordinate a Train the Trainer session on April 1st with JDI and Aliant. We anticipate that these trainers in turn will provide information sessions to their own staff, thus promoting wider understanding on how to help today's youth with their career choices.

Coordination of Co-operative education information and opportunities within the community was also identified as a need for Saint John's business community. Through a subcommittee of Co-op education representatives, including UNB Saint John, NBCC Saint John Campus, School District 6 and 8, the need to create coordinated and blended information to employers was identified. Thanks to the support of the Pricewaterhouse Cooper Co-op Fellowships in Business Sponsorship, the Board of Trade and Post Secondary Education and Training, funding for a full time Co-op student for 4 months as **Marketing Assistant** has been received. The student will be working under the direction of the Board of Trade with responsibility to the Co-op Collaboration Committee as well as to the Board of Trade. We expect that information and promotional materials supporting co-operative education will be available in the fall to employers. In conjunction, the Marketing Assistant will be expected to conduct membership surveys online, update and maintain website content as well as assist with planning and execution of Board of Trade events.

We wish to thank the continued support and commitment of our members and that of the Board of Trade in our efforts to support workforce development through education and training.

HOLA Saint John Forum

Co-Chairs: Rolf Spangenberg (Alliance Assurance Inc.) Peter McKelvey (Fundy Engineering & Consulting)

Mandate: Brings together members of the Latin Community of the Greater Saint John region to create business opportunities, encourage immigration and support newcomers to become full members of the Saint John business and social community.

Co-chair's Summary: HOLA Saint John has been active with several events over the last year.

Last August we had our second annual Latin Fiesta at Market square. The event was expanded to cover two days with activities for children and adults alike. Plans are being made for the third annual Fiesta for August 8 next summer.

Last Christmas we had a gathering at the Board of Trade Office that was well attended.

The Spanish Mass each month has been moved to St. Pius Church in town and this has allowed many more people to attend.

Following our business seminar last spring, plans are being made to have a business contact opportunity this year also. We are working with Business New Brunswick and the Federal Department of Foreign Affairs and international Trade to coordinate an event with a visit from an ambassador or senior trade commissioner from Latin America.

Members of HOLA Saint John have also met with the Provincial Population Growth Secretariat to make them aware of our initiatives and to determine what sources of funding are available.

Additionally, HOLA Saint John has been in contact with individuals in Fredericton and Moncton to help develop the operations of the provincial group, NB Latino

Retail Forum

Chair: Daryl Wilson (Alternatives)

Vice-Chair: Corey Childs (FCS Flooring & Concrete Solutions Specialists Inc)

Purpose: The Forum will identify programs, strategies and initiatives to promote the City as a retail destination, and to promote the City as a great place to shop for our own citizens. The Forum will bring together all sectors of the retail community in the Saint John Area. This will include East, West and Uptown. It will include Malls, independent retailers, national chains, antique shops, art galleries and restaurants. It is recognized that success will only occur if the retail industry works together. The Forum will form partnerships to assist in identifying and delivering the programs, strategies and initiatives to promote the City as a retail destination. The Forum will also look for ways to assist members in becoming more effective retailers.

Chair's Summary: Early in 2008, the Retail Forum received the results of a survey conducted by Bristol Communications on shopping patterns. The survey covered shoppers from Moncton, Fredericton, Sussex and Saint John. It revealed that a large percentage of Saint John shoppers leave the City for their shopping needs and of those that live elsewhere most would do not look to Saint John for their shopping needs. The survey results were presented to a group of retail stakeholders in June.

The Retail Forum engaged MT&L to develop a strategy to keep Saint Johners in our City and to attract those that live within a two hour driving radius. MT&L conducted a brainstorming session with retail and tourism stakeholders in March and are currently finalizing their recommended strategy.

Leading up to the 2008 Christmas Season the Forum worked with a committee led by Tourism Saint John and the Hotel Association on a Winter Promotion Program. This program which reached out to shoppers in New Brunswick and Prince Edward Island was the first of many such promotions for our City.

The Retail Forum initiated a quarterly newsletter of good new stories. The first newsletter was sent to retail members of the Board of the Trade and was an insert in the March issue of *Currents*. The emphasis is on retail in Saint John, and if the first issue is any indication, there will be no shortage of material for future issues.

The Retail Forum needs willing partners for most of its initiatives. In this regard the Forum is grateful to Uptown Saint John, Enterprise Saint John, East Point, Brunswick Square, Market Square and the Atlantic Exhibition Association.

Transportation Forum

Chair: Curtis Doiron (Logistec Stevedoring (Atlantic) Inc)

Vice-Chair: Mike Adams (Bay Ferries Ltd)

Mandate: Brings together transportation industry professionals and other interested members to identify and recommend actions to improve air, water, road and rail transportation systems serving the Greater Saint John area. On behalf of users and carriers, deals with transportation related issues and challenges. Develops policy or activity recommendations for consideration by the Board of Directors.

Chair's Summary: With the recent success in achieving some of the priorities set forth in previous years by the Transportation Forum (ie: twinning of Highway 1, the One-Mile interchange, etc to name a few), the Transportation Forum was tasked in 2008/2009 to identify new priorities and areas requiring increased advocacy vis-a-vis the Board of Trade. Some areas of discussion have been as follows:

1. The new St. Stephen border crossing scheduled to open in late 2009.
2. Increasing ridership on Saint John Transit (in particular the 'Comex' service).
3. Increased signage on Provincial highways highlighting amenities and services offered adjacent to highway exits.
4. Continued focus on road, air, rail, and marine transportation issues as well as intelligent transportation systems.

We feel we have a good base on which to craft advocacy recommendations to pass onto the Board and we will continue to identify new opportunities for the Board and its members to further improve transportation infrastructure for the betterment of the Board's members and our community.

I would like to take this opportunity to thank all members of the forum for their contributions this year and special thanks to Erinor Jacob, our student member Amanda Sadleir, and Imelda Gilman for their assistance and guidance.

Women in Business Forum

Rotating Chair

Mandate: Brings together women in business and other interested members to exchange ideas and information and share their experience. Identifies and deals with issues and challenges impacting women in business. Develops policy or activity recommendations for consideration by the Board of Directors. Works to develop activities and initiatives of benefit and interest to women in business in Greater Saint John.

Chair's Summary: The ladies of the forum interact during monthly box lunch meetings which often include guest speakers who facilitate our desire to further our knowledge as women in business, give back to the community and provide excellent networking opportunities. Our membership is business women.

This year the Forum was in the unique position of having a rotating Chair which allowed for various members to participate as Chair during the meetings over the year. A special thank you to Patricia Allen Clark, Susan Harris, and Deborah Maber who Chaired some of the meetings. The Forum was fortunate to have Ms. Roxanne Reeves as a guest speaker to one of the meetings.

Community Involvement: This was the seventh year our Forum facilitated the "Bare Necessities Campaign". Due to the generous donations gathered with the help of RBC and CIBC, we were able to distribute boxes of toiletries to organizations in December 2008. This annual initiative allowed us the opportunity to work together with local businesses' and residents to make a difference during the holiday season for some less fortunate citizens. A heartfelt thank you goes out to all who contributed through time and donations for this worthwhile initiative. A special thank you to the CIBC King Street Branch for hosting and offering helping hands during our "wrap-up party" held in December.

In support of the Coverdale Centre's Purple Ribbon Campaign, members of the Forum were encouraged to attend the launch luncheon that was held in lieu of a regular meeting in November 2008.

It has been a fulfilling year as a whole this year and would like to take this opportunity to thank all of the forum members who supported our group throughout the year.

THANK YOU TO THE 2008-2009 BOARD OF DIRECTORS

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Dr. Michael Barry

Saint John Medical Society

1st Vice Chairperson

Kathryn Craig

Fundy Linen Service Inc

2nd Vice Chairperson

J. Michael Murphy

BMO Bank of Montreal

Secretary

Heather Peterson

The Hardman Group-Market Square

Treasurer

John Warrington

Lorneville Mechanical

Immediate Past Chairperson

Nathalie Godbout

Lawson Creamer

Members-at-Large

Patrick Sohy

Avant-Garde Construction and Management Inc.

Deanna Graves

Moosehead Breweries Ltd

Directors

Sheikh Bahauddin

Bank of Nova Scotia

Randal Blackwood

Business Development Bank of Canada

Shane Goguen

Aliant Inc

Larry Hachey

National Leasing

Kevin Hocquard

Jacques Whitford Limited

John Johnson

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Kelli Lester

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Barry Spalding

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Grant Thornton LLP

Marilyn Singh

Profiles Global (Atlantic)

Alwyn Soppitt

Saint John Port Authority

Gerry Verner

Altus Technology Associates

Mike Walton

Lantic Sugar

WELCOME TO OUR 2009-2010 BOARD OF DIRECTORS

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Kathryn Craig

Fundy Linen Service Inc

1st Vice Chairperson

J. Michael Murphy

BMO Bank of Montreal

2nd Vice Chairperson

John Warrington

Lorneville Mechanical

Secretary

Marilyn Singh

Vision Coaching

Treasurer

Deanna Graves

Moosehead Breweries Ltd

Immediate Past Chairperson

Dr. Michael Barry

Saint John Medical Society

Members-at-Large

Patrick Sohy

Avant-Garde Construction and Management Inc.

Mike Walton

Lantic Sugar

Directors

Sheikh Bahauddin

Bank of Nova Scotia

Larry Hachey

National Leasing

Kevin Hocquard

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Donna Robichaud

Grant Thornton LLP

Claire Ryan

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Alwyn Soppitt

Saint John Port Authority

Gerry Verner

Altus Technology Associates

THANK YOU TO OUR 2008-2009 VOLUNTEERS!

The Board of Directors and staff would like to thank each and every volunteer for giving of their time and talents during the past year and helped make the Saint John Board of Trade the premier business organization in Saint John.

Business & Community Development Committee

Chair: Robin McAdam	Brunswick Pipeline
Vice-Chair: Michael Chisholm	Regional Health Authority-B
Annette Albert	NBCC Saint John
Dianna Barton	
Sandra Barton	ScotiaMcLeod Inc
Rob Belliveau	Brunswick Pipeline
Andrew Cosman	Business Venture Group
Tim Curry	TLC Solutions
Dwight Daye	Centennial Pontiac Buick GMC Ltd
Daniel Estabrooks	Estabrooks Engineering Inc
Ken Forrest	City of Saint John
Angela McLean	Saint John Airport Inc
Keith Melvin	Department of Energy
Gordon Moulard	Fundy Engineering & Consulting Ltd
Mike Partridge	Grand & Toy
Kristin Payn-Smith	RBC Royal Bank
Phillip Reece	NRC Industrial Research Assistance Program
Philippe Richard	Barry Spalding
Christopher Riley	Centerbeam Inc
Ralph Seely	Saint John Port Authority
Richard Turner	Hughes Surveys & Consultants Ltd
Lois Vincent	Enterprise Saint John
Scott Walton	Aliant Inc
Mike Watkins	Cushman & Wakefield LePage

Communications Committee

Chair: Susan Harris	Brunswick Pipeline
Louise Béland	Béland Conference Interpretations
Amanda Cullen	Canadian Blood Services
Bill Eaton	Saint John Port Authority
Cynthia Goodwin	UNB Saint John
Mary Keith	Irving, J.D. Limited
Jeff McCanna	Manulife Financial
Gina Wilkins	Bissett Matheson Communications

Government Affairs Committee

Chair: Andy Lodge	Barry Spalding
Vice-Chair: Grant Kimball	Angus-Miller Provincial Insurance
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Robert Crowley	Ernst & Young LLP

Lorne Daltrop	Marc Mawhinney Team
Patrick Darrah	Saint John Construction Association
David Emerson	University of New Brunswick-S.J.
Linda Forestell	City Laundry Ltd
Shane Goguen	Aliant Inc
Sean Hanlon	Dillon Consulting Limited
Christopher Herrington	J.M. & C.W. Hope Grant Ltd
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Matthew McKenna	Grant Thornton LLP
Shawn Peterson	T4G Limited
Helen Seely	
Christiane Vaillancourt	Rogers Cable
Lois Vincent	Enterprise Saint John
Mike Walton	Lantic Inc
Christopher Williams	Department of Energy

Membership Activities Committee

Chair: Sara Mudge	Efficiency NB
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	Family Plus/Life Solutions Inc
Susan Clarke	Saint John Bowlarama
Robert Donovan	Kelly Services
Shelly Hatfield	Century 21 River-Valley Realty Ltd
Don LeBlanc	Grand & Toy
Mike Partridge	Total Graphics
Robynn Pavia	

Membership Growth Committee

Chair: Ron Marcolin	Deloitte & Touche
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Jim MacMullin	CHSJ 94.1/The Wave
Mike Watkins	Cushman & Wakefield LePage
Sophia Guitard	Beers Neal LLP
Trevor Stairs MacDougall	BMO Nesbitt Burns

Nominating Committee

Chair: Nathalie Godbout	Lawson Creamer
Michael Barry	Saint John Medical Society
Kathy Craig	Fundy Linen Services

Tony Gogan
Nancy Thorne

Grant Thornton LLP
Century 21 Real-Valley Realty Ltd

Margo Buchanan
Randy Blackwood
Shelley Rinehart

Owens McFadyen Group
Business Development Bank of Canada
Department of Energy

2008 Big Splash On The Waterfront Task Force

Chair: Heather Peterson

Jennifer Blackwood
Christine Bourque
Lori Cleveland
Melanie Hall
Kelly Hare
Kelli Lester
Amanda Long
Greg McConnachie
Dawn Miller
Paula Small
Kelli Wetmore

The Hardman Group

Business Health Matters
Mitchell McConnell
Hardman Group
Marc Mawhinney Team
Juvenile Diabetes Research Foundation
Irving Oil Limited
Marc Mawhinney Team
Mawhinney Property Management
Hardman Group
Saint John Port Authority
Kelly Services

2008 Finance Task Force

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Matt Munroe
David Nielsen
Jason Rideout
Cathy Rignanesi
Donna Robichaud

Angus-Miller Provincial Insurance

Ernst & Young LLP
PricewaterhouseCoopers LLP
Deloitte & Touche LLP
Deloitte & Touche LLP
Aliant Inc
Grant Thornton LLP

2008 Golf Tournament Task Force

Chair: Dan Flanagan

Ron Lockhart
Peter Logan
Troy Nesbitt
Keith Raynes
Mark Russell

See Saint John

Cedar Crest Gardens
Teed Saunders Doyle & Co
Shred Guard
Prudential Summit Real Estate
RBC Dominion Securities

2008 Outstanding Business Achievement Awards Task Force

Chair: Kate Barnett

Sheikh Bahauddin
Dave Bartlett
John Jefferson
Nancy Martel
Mel Norton
Marice Ann Rooney

Xerox Corporation

Bank of Nova Scotia
Fundy Hard Surfaces Inc
AVW TELAV
Stewart McKelvey
Lawson Creamer
Canada Games Aquatic Centre

2008 Outstanding Business Achievement Awards Judges

Doug MacDonald
Gerald Wm. O'Brien

Grant Thornton LLP
Cox & Palmer

Business/Education Forum

Chair: Aline Munro– NBCC-Saint John

Tom Buckley
Heather Chase
Steve Daley
Kyle Ferguson
Kristin Henderson
John Herron
Sandra Kent
Barbara Kierstead-Shanks
Jim Kokocki
Jennifer LeBlanc
Lynn MacDonald
Lou Pitre Ouellette
Sandra Ritchie
Courtney Rock
Joan Wilkins

UNB Saint John
Enterprise Saint John
Innovatia
UNB Saint John SRC Inc
Wyndham Worldwide Canada
Atlantica Centre for Energy
Big Brothers/Big Sisters
Dept. of Post-Secondary Education, Training & Labour
Aliant Inc
CMA New Brunswick
School District 6
Lorneville Mechanical Contractors
NBCC- Saint John
UNB Saint John
School District 8

Hola Saint John Forum

Co-Chairs: Rolf Spangenberg

Peter McKelvey Fundy Engineering & Consulting Ltd

Enrique Barabona
Carlos Barbosa
Leticia Calderon
Oscar Jaimes
Hemant Kumar
Maria Lamprea
Ivone Lechuga
Michelle Luck
Angel Negreiria
Anne Marie Gillis
Steven Milbury
Bruce Morrison
Colleen Reynolds
Edwin Rozo
Helena Rubio
Irenia Rousell
Paula Small
Brian Thomas
Jennifer Waldschutz
Gustavo Zubizarreta

Alliance Assurance Inc

Espinosa-Marquee Construction

Aliant Inc

Vidossa Consulting
Enterprise Saint John

Deloitte & Touche LLP
Business Development of Canada Bank

New Brunswick Community College
Atlantic Business Interiors
Atomic Energy of Canada Limited

Business New Brunswick
Saint John Port Authority
Connors Bros Limited
Wyndham Worldwide Canada

Retail Forum

Chair: Daryl Wilson
Vice-Chair: Corey Childs

Peter Asimakos
Peter Buckland
Dwight Daye
David Hache
John Johnston
Tanya McCluskey-Kelly
Katherine Saunders
Tim Brown
Gaye Ann Walsh
Jeff Scammell

Transportation Forum

Chair: Curtis Doiron
Vice-Chair: Mike Adams

Ken Anthony
David Black
Mark Butler
Trent Clark
Art Crease
Andrew Dixon
Shayne Galbraith
Bernard LeBlanc
Ian MacFarquhar
Frank McCarey
Robert McLean
Kevin Quinn
Chris Titus
Amanda Sadleir

Women In Business Forum

Patricia Allan Clark
Mary Jane Banks
Jane Barry

Alternatives FCS Flooring & Concrete Solutions Specialists Inc

Uptown Saint John
Peter Buckland Gallery
Centennial Pontiac Buick GMC Ltd
Staples Business Depot
Northrup Properties
McAllister Place
Delta Brunswick/Fortis Properties
Wal-Mart Canada Inc
Walsh Luggage
Student Intern

Logistec Stevedoring (Atlantic) Inc Bay Ferries Ltd

Saint John Harbour Bridge Authority
Black's Transfer Ltd
Dillon Consulting Limited
Grant Thornton LLP
Midland Transport Limited
Saint John Port Authority
City of Saint John
Saint John Airport Inc
MCE Associates
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Loyalist City Towing Ltd
Bay Pilots & Marine Consultants
Saint John Energy
Student Intern

Atlantic Health Sciences Corp
Town of Rothesay
Greater Saint John Community Foundation

Sandra Barton
Joelyn Bernard
Brenda Blacquiere
Carol Cunningham
Aileen Debly
Donna Gates
Kylie Harriman
Susan Harris
Linda Jarvis
Jennifer LeBlanc
Michelle Luck
Deborah Maber
Brenda MacCallum
Betty MacDonald
Betty MacMillan
Mary Masson Hummel
Terri Riedle
Helen Seely
Marilyn Singh
Karen Slade
Partricia Sweetman
Kelli Wetmore
Beverly Zirowba

Physician Recruitment Sub-Group

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Annette Albert
Carol Cunningham
Deanna Graves
J. Michael Murphy
Pamela Bourque
Stephanie Bell
Steven Hanrahan
Sarah Caines
Lois Vincent
Gerald Maloney

ScotiaMcLeod Inc
PricewaterhouseCoopers LLP
Business Development Bank of Canada
BMO Bank of Montreal
Freedom 55 Financial
Revolution Strategy
Revolution Strategy
Brunswick Pipeline
Kiwanis Club
CMA New Brunswick
Business Development Bank of Canada
Metro Health Services Inc
Fundy Region Solid Waste Comm.
Coverdale Centre
Saint John Port Authority
Business Development Bank of Canada
Revolution Strategy

Vision Coaching
Toss Solutions Inc
CIBC
Kelly Services
Ernst & Young LLP

N.B. Community College
BMO Bank of Montreal
Moosehead Breweries
BMO Bank of Montreal
Atlantic Health Sciences Corporation
MT&L Public Relations
Saint John Regional Hospital
Saint John Regional Hospital
Enterprise Saint John
Maloney, Dr. Gerald Professional Corp

THANK YOU TO OUR 2008-2009 SPONSORS!

The Board of Directors and staff would like to thank each and every sponsor for supporting events during the past year and helping to make the Saint John Board of Trade's events successful.

2008 Big Splash on the Waterfront

<i>Presenting Sponsor</i>	Revolution
<i>Tent Sponsor</i>	Saint John Port Authority
<i>Entertainment Sponsor</i>	Moosehead Breweries
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<i>Splash Friends</i>	Business Health Matters; Citadel Securities; Fundy Linen; Global Convention Services; Harbour Station; Omni Cleaning

2008 Outstanding Business Achievement Awards

<i>Major Sponsor</i>	Lawson Creamer and J.D. Irving, Limited
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<i>Generous Sponsors</i>	Bank of Nova Scotia; Saint John Hilton; Deloitte & Touche LLP; Opera Bistro

2008 Golf Tournament

<i>Tournament Sponsor</i>	Medavie Blue Cross
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<i>Silver Sponsors</i>	Rockwood Park Golf Course
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Business Networking Events

<i>June</i>	Westfield Golf & Country Club
<i>September</i>	Hilton Saint John
<i>October B2B</i>	Aliant
<i>November</i>	Brunswick Square Dental Clinic
<i>January</i>	Brenan's Funeral Home
<i>March</i>	School District 8
<i>April</i>	Family Resource Centre

Business Tool Box Workshops

<i>The HR rx Series</i>	Enterprise Network / Wage Gap Reduction Initiative
<i>Media Relations as Part of the Marketing Mix</i>	Bissett Matheson
<i>Project Management ABC</i>	Arc Performance

Brown Bag Lunch & Learns

The Fundy Performance Group

2009 Tri City Mixer

Country 94.1 / The Wave 97.3 and B & N Flooring